

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Davis Core and Pad

#### Georgia Manufacturing Extension Partnership

#### Davis Core & Pad Continues To Grow Using Quality Systems

##### Client Profile:

Davis Core & Pad, located in Cave Spring, Georgia, is a manufacturer of expanded polystyrene shipping containers, coolers, custom packaging, and gel packs. The company, founded in 1968, currently employs 54 people.

##### Situation:

Davis Core & Pad had been investigating participation in a quality standard for five years, but had its timetable accelerated by a customer's demand. The customer, a top-three North American manufacturer of home appliances, wanted all of its suppliers ISO certified. Because this customer accounted for 25 percent of Davis Core & Pad's business, the company was anxious to respond. Davis Core & Pad began working intensively with the Georgia Manufacturing Extension Partnership (Georgia MEP), a NIST MEP network affiliate.

##### Solution:

Georgia MEP provided design- and production-based systems support as Davis Core & Pad began its rush to meet ISO standards. Georgia MEP served as the ISO coach, working with Davis Core & Pad to provide a pre-assessment audit, ISO coaching and training, implementation of processes, and the development and documentation of quality system components.

Davis Core & Pad achieved its ISO 9001:2000 registration and was one of the first 100 companies in the world to do so. Although the appliance manufacturer recently moved its business as part of an expected reduction in suppliers, Davis Core & Pad has continued to grow its business.

##### Results:

Achieved ISO 9001:2000 certification.  
Growing on an average of 11.3 percent per year.  
Increased last year's sales by 12 percent.  
Hired two sales people and one custom designer.

##### Testimonial:

"ISO has given us a beginning with a lot of people we could not have had a beginning with--a foot in the door. We probably wouldn't be here without Georgia MEP."

Becky Davis, Quality Coordinator

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